

Message Text

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PAGE 01 QUITO 05274 191345Z

43

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 PA-02 PRS-01 USIA-15 CIAE-00

INR-07 NSAE-00 AID-05 IGA-01 /049 W

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R 182052Z JUL 75

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 6423

INFO USDOC

AMCONSUL GUAYAQUIL

UNCLAS QUITO 5274

FOR WASHINGTON ACTION GROUP

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: MISSION ACTION GROUP MEETING, JULY 1975

REF: A) STATE 074812 B) FY 76 CCP

1. MONTHLY MEETING OF MISSION ACTION GROUP (MAG) TOOK PLACE ON JULY 16. (COMMENT: NO MEETING WAS HELD IN JUNE DUE TO VISIT OF FOREIGN SERVICE INSPECTORS AND OTHER PRIORITIES). FOLLOWING IS BRIEF RESUME OF TOPICS DISCUSSED.

2. MEMBERS WERE BRIEFED ON STATUS OF FOLLOWING MAJOR SALES OPPORTUNITIES: A. MINISTRY OF PUBLIC WORKS TENDER FOR US\$30 MILLION IN ROAD CONSTRUCTION EQUIPMENT; B. FISHING RESEARCH VESSEL FOR MINISTRY OF NATURAL RESOURCES; C. J. RAY MCDERMOTT CO. INTEREST IN CONSTRUCTING USD\$20 MILLION CEPE REFINERY OFFSHORE LOADING PLATFORM AT ESMERALDAS, AND EMBASSY FACILITATIVE ASSISTANCE BEING GIVEN; C. TUGBOAT AND OTHER EQUIPMENT FOR PORT OF MANTA; E. LARGE ROAD-BUILDING CONTRACT AWARD TO LOCAL COMPANY AND CONSEQUENT PENDING PURCHASE OF FIAT-ALLIS EQUIPMENT VALUE AT US\$4 MILLION; F. GUAYAQUIL PORT EXPANSION; EIGHT (8) U.S. FIRMS ARE BIDDING, BUT PROJECT IS DELAYED DUE TO PROBLEM INVOLVING FINANCING.

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PAGE 02 QUITO 05274 191345Z

3. U.S. PAVILION, GUAYAQUIL INTERNATIONAL FAIR. GUAYAQUIL COMMOFF

REPORTED THAT LOSS OF ONE EXHIBITOR (US NTM FIRM) COMPENSATED BY GAIN

OF ANOTHER LEAVES TOTAL NUMBER AT FORTY-FOUR. PREPARATIONS ARE PROCEE

D-

ING SMOOTHLY. CONGEN, WITH USAID ASSISTANCE, WILL BEGIN PREPARING NEW

S-

LETTER AND PAVILION CATALOG. FUNDING FOR CATALOG AS WELL AS COST OF

BRINGING US MILITARY BAND FROM PANAMA FOR OCTOBER 2 AMERICA DAY

CONTINUES TO PRESENT MAJOR PROBLEM. ADDITIONAL FUNDS ARE BEING

REQUESTED IN FY 76 COMMERCIAL BUDGET MESSAGE TO COVER THESE COSTS.

4. AFTER POLLING MAG MEMBERS ON INFORMATION NEEDS, DECISION TAKEN TO

ENSURE THAT MEMBERS RECEIVE INFO COPIES OF ALL OUTGOING COMMERCIAL

REPORTS EXCEPT MOST ROUTINE.

5. COMATT NOTED NEED FOR GUIDELINES ON PECULIARITIES OF DOING BUSINES

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IN ECUADOR WHICH CAN BE GIVEN TO U.S. BUSINESSMEN WISHING TO SELL

DIRECTLY OR COMPETE ON GOVERNMENT TENDERS. CHAIRMAN INSTRUCTED COMATT

TO PREPARE SUCH.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975QUITO05274
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750250-0800
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750742/aaaablpe.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 074812, 75 FY 76
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAR 2003 by ThomasVJ>; APPROVED <22 MAR 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MISSION ACTION GROUP MEETING, JULY 1975
TAGS: BEXP, EC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006